

# NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

=>   =>   =>   =>   =>   =>

Bidder

Brodart Co.

For Item I, Trade; Item II, Non-Trade; and Item III, Textbook Publications, a percent discount shall be offered as follows: List less \_\_\_\_\_% Discount  
For Item IV, Net Publications, a handling charge shall be as follows: \$\_\_\_\_\_ each  
Enter Zero if No Discount or No Charge

\*Hardcover and paperback titles on which Brodart receives minimal or no discount and/or the Publisher requires prepayment may be discounted at the non-trade discount or invoiced at the Publisher's list price plus a service charge of \$2.00 or 15% of the list price, whichever is greater, not to exceed \$15.00.

## PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
<u>A.-E. PRINT</u>				
A. CLOTH BINDING				
Discount/Charge per copy	<u>42.5%</u>	<u>10 %</u>	<u>10 %</u>	\$ <u>*</u>
Volume Pricing-Price Breaks				
for Single Title: <u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
<u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
<u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
B. LIBRARY BINDING				
Discount/Charge per copy	<u>18 %</u>	<u>18 %</u>	<u>18 %</u>	\$ <u>      </u>
Volume Pricing-Price Breaks				
for Single Title: <u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
<u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
<u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
C. PAPERBACKS, QUALITY				
Discount/Charge per copy	<u>32 %</u>	<u>10 %</u>	<u>10 %</u>	\$ <u>*</u>
Volume Pricing-Price Breaks				
for Single Title: <u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
<u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
<u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
D. PAPERBACKS, MASS MARKET				
Discount/Charge per copy	<u>32 %</u>	<u>10 %</u>	<u>10 %</u>	\$ <u>*</u>
Volume Pricing-Price Breaks				
for Single Title: <u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
<u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>
<u>n/a</u> copies	<u>      </u> %	<u>      </u> %	<u>      </u> %	\$ <u>      </u>

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	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
E. PREBOUND HARDBACKS				
Discount/Charge per copy	no <u>bid</u> %	no <u>bid</u> %	no <u>bid</u> %	\$ <u>no bid</u>
Volume Pricing-Price Breaks				
for Single Title: <u>n/a</u> copies	_____ %	_____ %	_____ %	\$ _____
<u>n/a</u> copies	_____ %	_____ %	_____ %	\$ _____
<u>n/a</u> copies	_____ %	_____ %	_____ %	\$ _____
F. <u>NON-PRINT AND OTHERS</u>				
Discount/Charge for single unit	Brodart is not bidding any portion of F. Non-Print & Others			
1. Audio Cassettes (music, educational, etc.)	_____ %	_____ %	_____ %	\$ _____
2. Audio Visual Materials	_____ %	_____ %	_____ %	\$ _____
3. Books on Tape Abridged	_____ %	_____ %	_____ %	\$ _____
4. Books on Tape Unabridged	_____ %	_____ %	_____ %	\$ _____
5. CD-ROM (fixed price only-no online services)	_____ %	_____ %	_____ %	\$ _____
6. CD-ROM (additional discount if offered in conjunction with an online service)	_____ %	_____ %	_____ %	\$ _____
7. CDs (music, etc.)	_____ %	_____ %	_____ %	\$ _____
8. Encyclopedias	_____ %	_____ %	_____ %	\$ _____
9. Laser Disc	_____ %	_____ %	_____ %	\$ _____
10. Maps	_____ %	_____ %	_____ %	\$ _____
11. Microcomputer Software (educational)	_____ %	_____ %	_____ %	\$ _____
12. Microform (Microfiche and microfilm)	_____ %	_____ %	_____ %	\$ _____

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	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
13. Slides	_____ %	_____ %	_____ %	\$ _____
14. Video Tapes (feature film, educational, etc.)	_____ %	_____ %	_____ %	\$ _____
15. Other (please specify)				
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____
_____	_____ %	_____ %	_____ %	\$ _____

Volume Pricing-Price Breaks for Section F for Multiple Units-List Non-Print Sub-Item Numbers: (Aggregate pricing to be offered on subsequent pages)

No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____

G. SERVICES  
See Page 20,  
"Detailed Specifications."  
Bidders to specify the  
services they offer.

Charge

Services-Specify

1. Catalog Kits \$ .73 \_\_\_\_\_

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- |   |                                |  |
|---|--------------------------------|--|
| 2. Cataloging and Processing<br><u>Complete Cataloging</u><br><u>&amp; Processing</u> | \$ .92<br>\$<br>\$<br>\$<br>\$ | <u>inc: jacket, spine label</u><br><u>and pocket applied and all</u><br><u>cards inserted into pocket.</u> |
| 3. Rebinding of Paperbacks<br><u>Brodart's Duralam</u><br><u>Brodart's Lyfguard</u>   | \$<br>\$4.25<br>\$2.00<br>\$   | <u>Conversion</u><br><u>Reinforcement Protection</u>   |
| 4. Shelf Ready Books<br><u>See above</u>  | \$<br>\$<br>\$<br>\$           |  |
| 5. Customized Reports<br><u>Brodart's regular</u><br><u>reports</u>                   | \$<br>\$no charge<br>\$<br>\$  | <u>Title by Title</u><br><u>Cancellation Report</u><br><u>Confirmation Report</u>                          |
| 6. Bibliographic Records  | \$<br>\$ .20<br>\$<br>\$       | <u>Brodart's Circ Serv</u><br><u>bibliographic records.</u>  |
| 7. Security Tape<br><u>Theft Detection</u>  | \$<br>\$ .45<br>\$<br>\$       | <u>3m or checkpoint</u>  |
| 8. Bar Codes  | \$<br>\$ .15<br>\$<br>\$       | <u>Smart barcodes produced</u><br><u>by Brodart</u>  |
| 9. Other - Bidder to list:<br><u>Automated Processing</u>                             | \$ .79<br>\$<br>\$             | <u>inc: jacket, spine label,</u><br><u>barcode label &amp; bibliographic</u><br><u>record.</u>             |

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See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications." Please specify the amounts that apply in the left column and the discounts to the right of the solid line.

## DISCOUNTS

<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
			<u>Charge</u>
			<u>\$ or %</u>
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____
_____ %	_____ %	_____ %	_____

VOLUME PRICING-PRICE BREAKS for agency's aggregate purchase in dollars. Please specify the amount that applies: \$ \_\_\_\_\_

VOLUME PRICING-PRICE BREAKS for aggregate contract purchases in dollars statewide: \$ \_\_\_\_\_  
\$ \_\_\_\_\_  
\$ \_\_\_\_\_

OTHER VOLUME PRICE BREAKS AND/OR DISCOUNTS - Bidder to explain:

\$ \_\_\_\_\_ %  
\$ \_\_\_\_\_ %  
\$ \_\_\_\_\_ %

Electronic Access Ordering Discount  
Prepayment Plan Discount  
Deposit Account Discount  
Approval Plan Discount  
Please Explain .....

n/a %  
n/a %  
n/a %  
n/a %

Based on libraries interest, Brodart will discuss and negotiate with the individual libraries.

\*Brodart reserves the right to negotiate pricing and discounting better than state contract pricing with an individual agency based on volume of purchases and competitive conditions.



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13. In the event you may be successful in  
receiving an award, please provide the  
following information for inclusion in  
the Notice of Contract Award to be sent  
to customer agencies:

Company Name:

Brodart Co. by: Nubro Inc., General  
Partner

Street Address:

500 Arch Street

P.O. Box:

City, State, Zip:

Williamsport, PA 17705

Contact Person (please print or type):

Rhonda Rhea

Telephone Number:

800 233-8467

Local 570-326-2461

Fax Number:

800 999-6799

Local 570-326-1479

Internet Address (E-mail):

rhea@brodart.com

WWW Site:

www.brodart.com

14. Is the pricing offered the same or lower  
than that offered to other corporations,  
institutions, and government agencies'  
on similar items, quantities, terms and  
conditions:

  X   YES        NO

If no, please explain:

\_\_\_\_\_

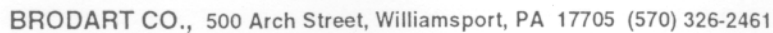
15. EXCEPTIONS: Does bidder take exception  
to any of the terms and conditions stated  
herein?

  X   YES        NO

If "YES", please explain in detail:

Quarterly sales report will not be  
produced by individual customer,  
however, all other information  
requested can be supplied.

\_\_\_\_\_  
\_\_\_\_\_



## PC ROSE PLUS -- BRODART COMPANY'S ELECTRONIC ORDERING SYSTEM

Hardware specifications:

Inventory access and status:

Flexibility and support:

### Reports:

### Connectivity:



Having the ability to interface computer systems is a growing concern for libraries today. Brodart has incorporated technology that allows users to move data freely between PC Rose *PLUS* and their integrated systems, or other stand-alone programs, using ASCII, BISAC and MARC-readable files.

Communication fees:

Standard order transmissions are free with unlimited connect time to all PC Rose *PLUS* customers. Libraries who choose to use the optional On-Line Lookup feature of PC Rose *PLUS* are granted up to four hours per month of searches free of charge. On-line searching in excess of four hours per month may be charged up to \$27.00 per hour.